



## *Smart Sensors for Fleet Management*

IoT-enabled solutions can help transportation companies gain oversight into optimal routing options, vehicle performance and driver behavior. The benefits can extend far beyond the basics of location monitoring.

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## ● **Challenge**

Fleet managers face increasing regulatory and competitive pressure to maintain detailed, real-time monitoring of vehicles, drivers and goods. Recent mandates require vehicles of a certain size to be equipped with electronic devices that track vehicle location and movement over time. Additional regulations around food safety now mandate temperature monitoring systems on all vehicles that transport fresh and frozen foods. Beyond these requirements fleets face the imperative of improving operational efficiency to boost margins and remain competitive.

In this environment, one option is to invest in a bare minimum solution that addresses specific regulatory needs. This approach, however, can limit the potential business benefits of data-collecting sensors. Conversely, over-buying poses the risk – particularly for smaller operators – of paying for and supporting unneeded functionality.

The sweet spot for fleet managers: a solution that addresses specific regulatory needs, while establishing a foundation for a broader and scalable strategy that leverages data collection and analysis to drive a wide range of operational improvements.

**“ IOT-ENABLED SOLUTIONS  
CAN HELP TRANSPORTATION COMPANIES  
GAIN OVERSIGHT INTO OPTIMAL ROUTING  
OPTIONS, VEHICLE PERFORMANCE  
AND DRIVER BEHAVIOR.”**

## ***Solution***

Our Cloud-based fleet management solution integrates intelligent sensors with data analytics platforms to monitor and document vehicle location, engine performance and driver behavior. Additional capabilities include asset tracking, logistics enhancement and scheduling

Solution options address a broad range of needs, from heavy and light-duty trucks, to long and short-haul carriers, to passenger transit and specialized vehicles. Open interfaces enable easy integration of new applications with existing databases and dispatch and accounting systems. Functionality is scalable and flexible, allowing managers to craft a solution tailored to specific requirements. A fleet that moves frozen goods long distances for example, can implement temperature monitoring capabilities, while a fleet that ships expensive electronics can easily add cargo tracking. Ongoing data collection and analysis can refine and optimize different parts of the operation..

**“IMPROVE INVENTORY CONTROL  
THROUGH PREDICTIVE ANALYTICS  
AND ENABLE DYNAMIC PRICING  
BY FORECASTING DEMAND.”**

## ● **Benefits**

Our fleet management solutions can deliver a wide range of business and operational benefits. These include:

- > Alignment with a wide range of regulatory mandates, including ELD, IFTA and FMCSA
- > Detailed digitized trip history and documentation, including driver hours, time on-site, delivery and fuel usage
- > Compatibility with existing platforms and all mobile devices
- > Open API for integration and scalable to support 10Ks of devices per customer
- > On-going software updates and feature improvements
- > Improve customer experience and management of delivery schedules through live location sharing and updates on routes and deliveries
- > Track valuable cargo and detect theft
- > Gauge a truck engine's idle time, fuel levels and consumption, speed, RPMs and more
- > Enhance safety with AI-enabled video cameras that detect traffic risks and send customized alerts to drowsy or distracted drivers
- > Gain insight into causes of accidents by capturing detailed data on speed, acceleration and other measures before and after a collision
- > Optimize field labor by providing dispatchers with flexible workforce management capabilities
- > Improve inventory control through predictive analytics and enable dynamic pricing by forecasting demand
- > Mitigate risk and reduce liability

**“ COMPATIBILITY WITH EXISTING  
PLATFORMS AND ALL MOBILE DEVICES.”**